

Professional State Lobbying Services

Firm



| <i>Continental Strategies</i>                                 | Casey Lucius | Mathew Marshall | Jeff Poteet  | Justin Martin |
|---------------------------------------------------------------|--------------|-----------------|--------------|---------------|
|                                                               | <i>Score</i> | <i>Score</i>    | <i>Score</i> | <i>Score</i>  |
| Experience, Approach, and Results<br><i>Max Points 30</i>     | 28           | 18              | 28           | 27            |
| Specialized Expertise of Team Members<br><i>Max Points 30</i> | 30           | 20              | 30           | 26            |
| Total Compensation Proposed<br><i>Max Points 25</i>           | 23           | 25              | 24           | 22            |
| References<br><i>Max Points 15</i>                            | 12           | 7               | 13           | 12            |
| <i>Totals</i>                                                 | 95           | 70              | 97           | 87            |

|              |     |
|--------------|-----|
| Total points | 349 |
|--------------|-----|

RFP 2024-026

Professional State Lobbying Services

Firm

JEJ & Associates

|                                                        | Casey Lucius | Mathew Marshall | Jeff Poteet | Justin Martin |
|--------------------------------------------------------|--------------|-----------------|-------------|---------------|
|                                                        | Score        | Score           | Score       | Score         |
| Experience, Approach, and Results<br>Max Points 30     | 23           | 22              | 25          | 28            |
| Specialized Expertise of Team Members<br>Max Points 30 | 30           | 21              | 30          | 27            |
| Total Compensation Proposed<br>Max Points 25           | 25           | 23              | 25          | 20            |
| References<br>Max Points 15                            | 15           | 12              | 15          | 13            |
| Totals                                                 | 93           | 78              | 95          | 88            |



|              |     |
|--------------|-----|
| Total points | 354 |
|--------------|-----|

RFP 2024-026

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*Firm*



|                                                               |              |                 |             |               |
|---------------------------------------------------------------|--------------|-----------------|-------------|---------------|
| <b>Ronald L Book, P.A.</b>                                    |              |                 |             |               |
| Experience, Approach, and Results<br><i>Max Points 30</i>     | Casey Lucius | Mathew Marshall | Jeff Poteet | Justin Martin |
|                                                               | Score        | Score           | Score       | Score         |
| Specialized Expertise of Team Members<br><i>Max Points 30</i> | 28           | 30              | 30          | 30            |
|                                                               | 30           | 30              | 30          | 30            |
| Total Compensation Proposed<br><i>Max Points 25</i>           | 18           | 20              | 23          | 18            |
|                                                               | 15           | 15              | 15          | 15            |
| References<br><i>Max Points 15</i>                            |              |                 |             |               |
|                                                               |              |                 |             |               |
| <b>Totals</b>                                                 |              |                 |             |               |
|                                                               | 91           | 95              | 98          | 93            |

|              |     |
|--------------|-----|
| Total points | 377 |
|--------------|-----|

**Recorded by:** Angela Jochenning, Purchasing & Risk Manager

*[Signature]* 6/24/2024

Joan Taylor, City Clerk

Final ranking 2024-026

Professional State Lobbying Services



| Firms                  | Casey Lucius | Mathew Marshall | Jeff Poteet | Justin Martin | Total | Rank |
|------------------------|--------------|-----------------|-------------|---------------|-------|------|
| Continental Strategies | 95           | 70              | 97          | 87            | 349   | 3    |
| JEJ & Associates       | 93           | 78              | 95          | 88            | 354   | 2    |
| Ronald L Book, P.A.    | 91           | 95              | 98          | 93            | 377   | 1    |

Recorded by: Angela Johenning, Purchasing & Risk Manager

Joan Taylor, City Clerk

  
